



# Board of Directors



## **OUR VISION**

*A transparent,  
integrated enterprise  
where technology  
decisions are made  
with the citizen in mind*

—

## **OUR MISSION**

*To provide technology  
leadership to the state  
of Georgia for sound IT  
enterprise management*

**December 8, 2022**

# Agenda

Welcome

Approval of Minutes of September 15, 2022

Introduction of New Board Member Kevin Solchenberger

Recognition of Departing Board Member Minaz Vastani

2023 Quarterly Meeting Dates

Executive Director's Report

- Transparency in Government Filing

- Financial Update

- Update from the Chief Technology Officer

Executive Session

Closing and Adjournment

# Proposed GTA Board Meeting Dates 2023

- Thursday, March 9, 2023
- Thursday, June 8, 2023
- Thursday, September 14, 2023
- Thursday, December 14, 2023

The meetings will take place from 10:00 a.m. until noon in the board room on the 7th floor of 47 Trinity Avenue, or via Zoom.



# Executive Director's Report

*Dmitry Kagansky*

*Chief Technology Officer*



# Transparency in Government Filing

*Anh Le*

*Chief of Business Operations*



# Financial Update

*Christina Mikell*

*Chief Financial Officer*

# FY2023 Financial Performance

	FY2023 Budget	FY2023 Projection	FY2023 Variance
<b>REVENUES:</b>			
State Appropriated Funds	\$0	\$0	\$0
GETS Administrative Fees	\$7,170,950	\$7,372,041	\$201,091
Revenue from Data Innovations	\$50,000,000	\$46,787,239	(\$3,212,761)
Revenue from Retained Services	\$3,825,392	\$4,622,207	\$796,815
<b>Total Operating Revenue:</b>	<b>\$60,996,342</b>	<b>\$58,781,487</b>	<b>(\$2,214,855)</b>
<b>Total Non-operating Pass-through Revenue</b>	<b>\$227,710,732</b>	<b>\$229,144,900</b>	<b>\$1,434,168</b>
<b>TOTAL REVENUES</b>	<b>\$288,707,074</b>	<b>\$287,926,387</b>	<b>(\$780,687)</b>
<b>EXPENSES:</b>			
Personnel	\$31,613,298	\$29,805,470	(\$1,807,828)
Regular Operating Expense	\$1,433,462	\$1,118,420	(\$315,042)
IT Supplies & Software Expense	\$5,451,723	\$5,767,058	\$315,335
Rent	\$1,355,678	\$1,353,471	(\$2,207)
Telecommunications	\$4,997,481	\$4,356,523	(\$640,958)
Retained Services Contracts	\$18,834,736	\$15,647,297	(\$3,187,439)
Transfers	\$4,230,000	\$3,856,485	(\$373,515)
Other Financing	\$0	\$0	\$0
<b>Total Operating Expenses:</b>	<b>\$67,916,378</b>	<b>\$61,904,724</b>	<b>(\$6,011,654)</b>
<b>Total Non-Operating Pass-through Expenses</b>	<b>\$237,629,909</b>	<b>\$218,495,949</b>	<b>(\$19,133,960)</b>
<b>TOTAL EXPENSES:</b>	<b>\$305,546,287</b>	<b>\$280,400,673</b>	<b>(\$25,145,614)</b>
<b>Net Income/(Loss)</b>	<b>(\$16,839,213)</b>	<b>\$7,525,714</b>	
<b>Authorized Positions</b>	<b>181</b>	<b>206</b>	

# FY2023 Financial Performance

## Operating Budget

	FY2023 Budget	FY2023 Projection	FY2023 Variance
<b>REVENUES:</b>			
State Appropriated Funds	\$0	\$0	\$0
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Revenue from Data Innovations	\$50,000,000	\$46,787,239	(\$3,212,761)
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<b>Total Operating Revenue:</b>	<b>\$60,996,342</b>	<b>\$58,781,487</b>	<b>(\$2,214,855)</b>
<b>EXPENSES:</b>			
Personnel	\$31,613,298	\$29,805,470	(\$1,807,828)
Regular Operating Expense	\$1,433,462	\$1,118,420	(\$315,042)
IT Supplies & Software Expense	\$5,451,723	\$5,767,058	\$315,335
Rent	\$1,355,678	\$1,353,471	(\$2,207)
Telecommunications	\$4,997,481	\$4,356,523	(\$640,958)
Retained Services Contracts	\$18,834,736	\$15,647,297	(\$3,187,439)
Transfers	\$4,230,000	\$3,856,485	(\$373,515)
Other Financing	\$0	\$0	\$0
<b>Total Operating Expenses:</b>	<b>\$67,916,378</b>	<b>\$61,904,724</b>	<b>(\$6,011,654)</b>
<b>Net Income/(Loss)</b>	<b>(\$6,920,036)</b>	<b>(\$3,123,237)</b>	
<b>Authorized Positions</b>	<b>181</b>	<b>206</b>	

# FY2023 Financial Performance

## Non-Operating Pass-through

	FY2023 Budget	FY2023 Projection	FY2023 Variance
<b>REVENUES:</b>			
<b>Non-operating Pass-through Revenue</b>			
GETS INF	\$93,481,446	\$94,927,194	\$1,445,748
GETS MNS	\$63,899,067	\$65,570,591	\$1,671,524
Oracle	\$3,030,505	\$2,747,411	(\$283,094)
IV&V	\$9,000,000	\$6,537,650	(\$2,462,350)
Broadband	\$1,995,000	\$3,092,185	\$1,097,185
EGAP - Project Management	\$3,900,000	\$3,924,868	\$24,868
CJEP e-filing	\$20,000	\$11,665	(\$8,335)
Georgia Cyber Center - Bond Fund FS 96356	\$384,803	\$224,468	(\$160,335)
Georgia Cyber Center - Operating Costs FS 94200	\$769,911	\$472,605	(\$297,306)
Georgia Cyber Center - Tenant Rent FS 70356	\$0	\$406,263	\$406,263
Technology Empowerment Funds	\$51,230,000	\$51,230,000	\$0
<b>Total Non-Operating Pass-Through Revenues</b>	<b>\$227,710,732</b>	<b>\$229,144,900</b>	<b>\$1,434,168</b>
<b>EXPENSES:</b>			
<b>Non-Operating Pass-through Expenses</b>			
GETS INF	\$105,198,292	\$107,253,161	\$2,054,869
GETS MNS	\$60,223,988	\$62,434,041	\$2,210,053
Oracle	\$4,907,915	\$4,773,052	(\$134,863)
IV&V	\$9,000,000	\$6,673,076	(\$2,326,924)
Broadband	\$1,995,000	\$2,984,181	\$989,181
EGAP - Project Management	\$3,900,000	\$3,431,730	(\$468,270)
CJEP e-filing	\$20,000	\$11,665	(\$8,335)
Georgia Cyber Center - Bond Fund FS 96356	\$384,803	\$224,468	(\$160,335)
Georgia Cyber Center - Operating Costs FS 94200	\$769,911	\$449,120	(\$320,791)
Georgia Cyber Center - Tenant Rent FS 70356	\$0	\$377,290	\$377,290
Technology Empowerment Funds	\$51,230,000	\$29,884,165	(\$21,345,835)
<b>Total Non-Operating Pass-through Expenses</b>	<b>\$237,629,909</b>	<b>\$218,495,949</b>	<b>(\$19,133,960)</b>
<b>Net Income/(Loss)</b>	<b>(\$9,919,177)</b>	<b>\$10,648,951</b>	

# Financial Performance at a Glance

## STAFFING UPDATE

**84%**

As of November 30, GTA is 84% staffed in terms of authorized positions (206 total FTEs: 174 filled, 32 vacant)

## DATA INNOVATIONS REVENUES REMAIN STABLE

**\$46.8 million**

FY 2023 revenues 6.4% lower than budgeted through November

## CONTINUED FOCUS ON INVOICE COLLECTIONS

**41.1 days**

Average Accounts Receivable turnover remains under 45-day target



# Update from the Chief Technology Officer

*Dmitry Kagansky*

*GTA Chief Technology Officer*

# Today's Updates

- Cloud services transformation
- Expanded options for agency cloud training
- Evolving approach to customer relationship management

# Cloud Transformation Update

## AWS migrations are progressing

- Some 50 applications and systems now transitioned to Amazon Web Services
- Agencies newly operating in AWS cloud include:
  - DOAS
  - DPH
  - DDS
  - GDC
  - DNR
  - GTA
- Additional AWS migrations are queued before year's end

## Initial prep for agency Azure migrations has started

- Agencies engaged include GBI, DBHDD, DCH, and GDC
- SDI Presence is providing Azure migration guidance
- Migrations expected to extend through first half of CY 2023

## Mainframe being re-hosted to AWS cloud

- Migration will extend into 2023 and has significant cost-savings potential

# Partnering with State Higher Education

- Technical College System of Georgia (TCSG) to offer technology courses for state agency IT staff\*
  - First course, lasting 8-12 weeks, will focus on cloud technology
  - First cohort of 20 will start the week of March 8
  - Aiming for 100 participants in first year of new program
  - Participants will apply for HOPE scholarship; GTA will assist with remaining tuition
  - Micro-credential credit to be awarded for successful course completion
- [Georgia PIN](#) (Partnership for Inclusive Innovation)
  - Ga Tech fellowship program to have a full year public/private partnership

\*The TCSG offering will expand existing cloud training options such as Cloud Campus self-guided training center, instructor-led AWS Immersion Days, and *Technically Speaking* lunch ‘n’ learns.

# GTA's Evolving Approach to Serving Customers

- GTA has brought customer relationship management function in-house.
- Customer Success Managers (CSMs) took over December 1 from the Agency Relationship Manager (ARM) team staffed by Capgemini\*.
- Team of 15 CSMs serves as primary GTA interface with agencies and entities.
- CSMs help connect customers with GTA resources to meet their technology needs.
- CSMs will work with newly created Product Management group to better define and deliver repeatable solutions to all customers across the state.

\*GTA thanks Capgemini and its ARM organization for their contributions to agency relationship management over the last several years.

**gta**

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TECHNOLOGY  
AUTHORITY

# Executive Session



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**December 8, 2022**



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*Next Meeting:*  
March 9, 2023, 10 a.m.



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